

Attention National Guard Members, Veterans and Transitioning Military:

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Military Spouses may apply by logging in or registering here:

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Search for Req #: 160964BR - Professional Sales Representative - Indianapolis IN

This position is open until filled.

JOB DESCRIPTION:

Responsible for generating business through qualified leads for assigned locations. Coordinate external activities that position the company as the leader in services and provider of choice in the market.

Essential Job Functions

Drives sales and marketing strategies in the region

Leverages relationships to develop and expand regional territory, and identify and develop strategic revenue growth opportunities for the region

Drives assigned area in achieving revenue growth by selling the organization's products and services externally

Leads key sales initiatives for the assigned region

When applicable, consults field sales positions on sales targets and strategies to meet and exceed targets

Builds and maintains an external network of peers and customers to share information and obtain prospects

Creates new relationships within each account that results in increased utilization of services

Maintains existing key relationships and ensures retention of current customer relationships

SUPERVISORY RESPONSIBILITIES:

This position will not supervise other associates.

EDUCATION and/or EXPERIENCE

- Clinical, healthcare, or related experience
- Bachelors degree preferred
- Minimum two (2) years experience in outside sales, marketing or related experience
- Experience in healthcare related lead generation, preferred
- Experience in post acute or acute organization preferred
- Ability to travel extensively
- Must be capable of maintaining regular attendance